

4C English Short Talk (11/2/2013)

Characters:

A: Hawker (Harry Lau)

B&C : Customers (Vina & Zoe)

D&E : Economics fairies (Angela & Kelly)

F-M : 4 fish balls and 4 beef balls

Script:

A:	Hey! Delicious fish balls and beef balls! Buy some everyone!
B:	It seems yummy! Let's go buy some!
C:	How much is a cup of fish balls and beef balls?
A:	\$10 for 4 fish balls or 4 beef balls.
B:	How about a combination (雙併) of 2 fish balls and 2 beef balls?
A:	\$12
C:	Are you kidding me? Why do you charge me \$2 more for a combo?
D:	Hi, we are Economics fairies! Do you think it is reasonable for the hawker to charge a higher price for a combination of fish balls and beef balls than just one kind ?
E:	Actually, we can explain this phenomenon from the economic perspective. Let us explain this to all of you by using the law of demand.
D:	Vina, how much are you willing to pay for one fish ball?
B:	It seems delicious! I would pay \$4 for it.
D:	After eating the first one, would you want to buy one more?
B:	As I've already tried one, the second one becomes less delicious. I would only pay \$3 for the second one.
D:	After eating two, would you want to have the third one?
B:	Only if it is less expensive! As I have already got two, I guess I am willing to pay \$2 for one more.
D:	How about the fourth one?
B:	I would be full by then! I would NOT consider having one more unless it just costs me \$1.
E:	<p>In fact, your situation resembles a demand curve for fish balls. Look! It is downward sloping! It means the more you buy, the less you are willing to pay for an extra unit.</p> <p>In this case you are willing to pay a total of \$10 for a cup of 4 fish balls.</p> <p>The situation is the same if you buy a cup of 4 beef balls.</p> <p>That means you are also willing to pay a total of \$10 for a cup of 4 beef balls.</p>

D:	However, if you buy a combo of 2 fish balls and 2 beef balls, how much will you be willing to pay for it?
C:	Let me see. I am willing to pay \$4 for the first fish ball and \$3 for the second one. On the other hand, I am also willing to pay \$4 for the first beef ball and \$3 for the second one.
D:	That means you are willing to pay up to \$14 for the Fish Ball Beef Ball Combo!
A:	SEE! I am not cheating you. Although you are willing to pay \$14, I just charge you \$12! You should appreciate the special offer! This is a free market. I am not forcing you to purchase anything. Are you going to buy some now?
B:	In fact, I just want to eat 2 beef balls and 2 fish balls.
C:	Me too! I am on diet. I don't want to eat too much.
D:	Let me help you to bargain with this hawker. (D and the hawker begin to bargain.)
E:	Dear audience, do you know what they would do next?
B:	Please give me a cup of 4 fish balls.
A:	\$10 please. Thank you!
C:	Please give me a cup of 4 beef balls .
A:	\$10 please. Thank you!
B:	Ha Ha! Now we can exchange them ourselves! I would give you 2 fish balls and you would give me 2 beef balls.
C:	Great! I just pay \$10 for a cup of Fish Ball and Beef Ball Combo! I save \$2! Haha.....
A:	Oh! You two cunning customers. I will take revenge on you! Let me go home and study more about Economics! I would definitely find a way to make you pay more! I WILL BE back!!
B:	Thank you "Economics fairies"! Can you teach me more about Economics?
E:	Sure! Let's go! Bye Bye!